

# What good ever comes of networking: from serendipity to Australia

Andrew Unwin  
Department Manager

# Learning Outcomes

By the end of this workshop you will:

- understand (a little more) about networking
- be able to reflect on your own circumstances, skills and development needs
- have knowledge of how to make best use of opportunities
- have started to think about what opportunities are available (<https://www.atem.org.au/awards/atem-grants>)

# Higher Education: our world

- Who am I?
- Why am I here?
- Why are you here?
- What did I find out when I started attending AUA conferences?



# Who am I?

- Went to Durham in 1997
- MSci (Chemistry) in 2001
- Career in HE from 2001
- Promoted in 2004 & 2005
- Married in 2004
- Children in 2008 & 2010
- MA (Marketing) in 2016
- Role changes in 2018
- Today...



# Networking

- New conversations
- New contacts
- New ideas
- New opportunities
- Resilience
- More effective in your role



“Exchanging information is a key benefit of networking as it exposes you to new ideas and insights that you might not otherwise have thought of.”

# Networking

“Helps to meet others in same role/area and others to get understanding of the sector”

“Is important to expand and develop my career in the sector”

“Underpins everything the AUA stands for”

**“Important networking opportunities as an early career university professional”**

“Helps you make useful contacts which could lead to personal advancement and development”

# Networking

**“Excellent opportunity to meet others in similar roles and exchange best practice”**

“Is how best practice can be shared”

“Is vital to stay relevant in any industry”

“Is a great way to expand one’s knowledge of the sector”

“Is useful to keep up to date with what is happening in the profession across the sector”

# Networking 101

- Authentic
- Prepare
- Aware
- Accept
- Focus
- Follow-up
  
- No: phones

“Not everyone finds networking easy, and you’re not alone if you find face-to-face networking a bit daunting.”

*Reference: AUA Newslink, Issue 92, Spring 2019*



# A global awakening...

- Opportunity #1: SE Asia
- Opportunity #2: Riyadh
- MA Marketing
- Thesis: international student recruitment
- AUA study tours
- AACRAO2019 (LA)
- Durham colleague went to TEMC2018

# City of Angels?

- Discussed AACRAO application
- [Not successful](#)
- Asked for feedback
- Went to AUA2019 in Manchester
- Attended session on TEMC2018 (given by Durham colleague)
- **Discussion after talk**



# And now Australia...

- Met ATEM VP
- Lunch with RMIT colleagues
- Conference plans
- Follow-up email
- Training and reflection on development needs
- Feedback from network on TEMC application
- Success!



# Ideas and futures...

- Flew into Perth
- Went to UWA (**network**)
- Came to Adelaide
- TEMC (**network**)
- Fly to Melbourne
- Visiting RMIT (/Monash/University of Melbourne)  
(**network**)
- AUA2020: Collaborating for success



# So what about **you**?

What are your goals for:

- TEMC2019
- your career
- your personal development
- your network



# Acknowledgements

I'd like to thank:

- PDRA community at Durham Chemistry
- Association of University Administrators
- ATEM
- Durham Chemistry
- TEMC delegates for attending this session